

Message Text

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ACTION EUR-12

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R 131335Z SEP 76
FM AMEMBASSY BELGRADE
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AMEMBASSY MADRID
AMCONSUL BARCELONA
AMCONSUL ZAGREB

UNCLAS BELGRADE 5995

USDOC FOR OIM/SAD/JACOBSON

E.O. 11652: NA

TAGS: BEXP YO SP US

SUBJ: TECHNICAL SALES SEMINAR ON ENERGY SYSTEMS

1. EMBASSY OFFICER SPOKE SEPTEMBER 13 TO WESTINHOUSE REGIONAL REPRESENTATIVE, WILLIAM STIMAC, IN ATHENS CONCERNING HIS COMPANY'S PARTICIPATION IN SEMINAR. STIMAC WAS DISTURBED THAT HIS COMPANY HAS NOT YET COMMITTED ITSELF TO PARTICIPATE. WITH GENERAL ELECTRIC PARTICIPATING, STIMAC COMMENTED, WESTINGHOUSE CANNOT AFFORD NOT TO BE PRESENT. FURTHERMORE, STIMAC OBSERVED, HIS SUPERIORS HAVE BEEN URGING HIM TO ORGANIZE A TSS IN YUGOSLAVIA AND COMMERCE'S PROGRAM WOULD BE EASIEST, LEAST EXPENSIVE WAY TO ACCOMMODATE THIS WISH.

2. STIMAC SAID HE WOULD TELEX HIS SUPERIOR, BRUCE MORRISON, IN PITTSBURGH TO URGE PARTICIPATION. IN ADDITION, HE WILL SPEAK TO WELCH, WHOM HE WILL SEE IN ZAGREB SEP 14. WHILE RECOGNIZING URGENT NEED FOR DECISION, HE SUGGESTED THAT COMMERCE REFRAIN FROM FURTHER FOLLOW-UP UNTIL HE REPORTS RESULTS OF THESE CONTACTS TO EMBOFF LATER THIS WEEK FOR RELAY TO COMMERCE.

3. ADDITIONAL CANDIDATES FOR PARTICIPATION MIGHT BE POWER DIVISION OF STONE AND WEBSTER, IMC., KAISER ENGINEERS, AND
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CHARLGES T. MAIN, INC. THESE THREE ENGINEERING AND DESIGN

FIRMS BELONG TO US-YUGOSLAV ECONOMIC COUNCIL. CHARTLES T.
MAIN HAS WORKED FOR WESTINGHOUSE, AND , WE THINK, BABCOCK AND
WILCOX ON YUGOSLAV PROPOSALS, ALTHOUGH WITH INCREASING
YUGOSLAV ENGINEERING AND DESIGN CAPABILITIES WE UNCERTAIN
HOW MUCH BUSINESS THE COMPANY MAY HAVE HERE IN
THE FUTURE. SILBERMAN

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